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AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade.

Vol. XLVIII No. 6

SEPTEMBER 15, 1928

Per Copy 20c

PAINESVILLE NURSERIES

TREES

Plants

Seeds

----FRUIT TREES
Small Fruits
DECIDUOUS TREES
EVERGREEN TREES
SHRUBS
Hardy Vines
ROSES
Best Field Grown
HARDY PERENNIALS
POT GROWN ANNUALS
BEDDING PLANTS
DECORATIVE PLANTS
BULBS
FULL LINE OF SEEDS



SINCE 1854

THE STORRS & HARRISON CO.

"Painesville Nurseries"

PAINESVILLE, Lake County, OHIO

39 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co.



New York State Grown
FRUIT TREES

Specializing in Car Lots

of

APPLE - PEAR - PEACH

Special prices on

BARTLETT PEAR, BALDWIN APPLE,
ELBERTA PEACH

Also a Full Line of

**ORNAMENTAL TREES
SHRUBS AND ROSES
American Arbor Vitae
Lombardy Poplars**

W. & T. SMITH CO.

GENEVA, N. Y.

Organized in 1846

1,000 Acres in 1928

Best Tree Digger on Earth



Write for Descriptive Circular and Prices

Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana,

Missouri

GRAFTING EVERGREENS

We have been growing a special grade of Norway Spruce for grafting stocks.

These trees have been transplanted, are straight-stemmed, sturdy trees, ranging from 3-16 to 1-4 inch in caliber.

They have an abundance of roots, are healthy, and will make excellent foundation for all varieties of Colorado Blue Spruce.

The Sherman Nursery Co.

CHARLES CITY, IOWA

Stock for Fall 1928

Trees, Shrubs, Roses and Perennials

Small or carload orders
will receive our careful attention

U. S. Route 45 runs through our nursery; and connects with hard roads from Buffalo, Cleveland, Washington, D. C., Indianapolis, Chicago and St. Louis. Stop in and see us. Always pleased to show you around.

Onarga Nursery Co.

CULTRA BROS., Mgrs.

ONARGA, ILLINOIS

**THE
MONROE
NURSERY**

ESTABLISHED 1847

FRUITS AND ORNAMENTALS

Featuring especially

CATALPA BUNGEI
TEAS MULBERRY
LOMBARDY POPLAR
WEIR CUTLEAF MAPLE
GRADED RIGHT

I. E. ILGENFRITZ' SONS CO.

Monroe, Michigan

Manufacturers of Ilgenfritz Planting Machines and Digging Plows

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American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Eleventh Annual Meeting in Boston, Mass., July 16, 1929. H. L. Haupt, Hatboro, Pa.

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Evergreen Specialists
Largest Growers in America
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Norway, Sycamore and Silver Maples; Pin, Red, Mossy Cup, Catesbeai and Willow Oaks.

Butterfly Bush, Dogwoods, Deutzias, Forsythia, Spireas, etc.

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Get next to one.

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Good assortment of
DORMANT STOCK

still on hand

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American Fruit Tree Seedlings that never miss. Only seedlings with sustained quality. Many large Nurserymen that have tried them, are adopting them. We offer for next winter's delivery:

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Large Stock Flowering Trees and Shrubs

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Headquarters for
LINING OUT STOCK

LARGE ASSORTMENT**WELL GROWN—NONE BETTER**

See Our Lists Before Buying

NAPERVILLE DuPage County ILLINOIS

Scotch Grove Nursery

GROWERS OF

EVERGREENS

FOR

Lining Out

GOOD ASSORTMENT
STANDARD SORTS

Price List on Request—Established 1871
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3 times trans. B&B, 2 to 3 ft.	2.50	20.00	175.00	
3 times trans. B&B, 18 to 24 in. 2.00	15.00	125.00		

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5 Million Evergreens
Seedlings and Transplants

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Abies Concolor	Picea Excelsa
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Juniperus Chinensis	Pinus Mugus
Juniperus Scopulorum	Pinus Nigra
Juniperus Virginica	Pinus Ponderosa
Pseudotsuga Douglassii	Pinus Resinosa
Tsuga Canadensis	Pinus Sylvestris

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NORWAY SPRUCE
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BALSAM
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CONTRACT FOREST PLANTING

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WRITE FOR OUR PRICE LIST

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Lining-out Evergreens

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Canada Hemlock, 4-8 in. x ..	8.00	70.00
Canada Hemlock, 8-12 in. x ..	15.00	125.00

These evergreens were transplanted spring of 1927 and have nice bushy tops and good roots.

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- American Association of Nurserymen—**Charles Sizemore, secy., Louisiana, Mo.; July 16, 1929, Boston, Mass.
- Alabama Nurserymen's Association—**Dr. F. T. Nye, Secy., Irvington.
- Arkansas Nurserymen's Ass'n.—**J. E. Britt, Secy., Bentonville.
- California Assn. of Nurserymen—**Henry W. Kruckeberg, 340 S. San Pedro St., Los Angeles, Cal., Sept. 27-29, 1928. Beverly Hills.
- Connecticut Nurserymen's Association—**A. E. St. John, Sec'y., Manchester, Jan. 1929, Hotel Bond, Hartford.
- Eastern Canada Nurserymen's Association—**Chas. K. Baillie, Secy., Box 158, Welland, Ontario.
- Eastern Nurserymen's Association—**Fred Worsinger, Sec'y., Tacony, Pa.
- Fruit and Flower Club of Western New York—**J. C. Hoste, Newark, N. Y.
- Illinois Nurserymen's Association—**N. E. Averill, secy., Dundee, Ill., Jan. 16-18, 1929, Hotel Sherman, Chicago.
- Iowa Nurserymen's Association—**Harold J. Parnham, secy., Capitol City Nurs., Des Moines, Nov. 1928, Cedar Rapids.
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- Ohio Nurserymen's Association—**Royce Pickett, secy., Clyde.
- Oklahoma Nurserymen's Association—**W. E. Rey, secy., Oklahoma City.
- Pacific Coast Association of Nurserymen—**C. A. Tonneson, Sec'y., Burton, Wash., July 1929, Walla Walla, Wash.
- Pennsylvania Association of Nurserymen—**Floyd S. Platt, secy., Morristown, Pa.
- Rocky Mountain Nurserymen's Assn.—**Chas. C. Wilmore, Secy., Box 382, Denver.
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- Rio Grande Valley Nurserymen's Assn.—**H. L. Bonnycastle, secy., Mercedes, Tex.
- South Dakota State Nurserymen's Association—**J. B. Taylor, secy., Ipswich.
- Southeastern Nurserymen's Ass'n.—**Otto Buseck, Secy., Asheville, N. C.
- Southern Alabama Nurserymen's Ass'n.—**W. H. Pollock, secy., Irvington.
- Southern California Nurserymen's Ass'n—**A. W. Jannoch, Pasadena, Cal.
- Southern Nurserymen's Association—**W. C. Daniels, Sec'y., Pomona, N. C., Sept. 11-12, 1929, Birmingham, Ala.
- South Texas Nurserymen's Ass'n.—**W. R. McDaniel, Sec'y., Alvin, Tex.
- Southwestern Nurserymen's Association—**Thomas B. Foster, Sec'y., Denton, Tex., Sept. 4-5, 1929, Fort Worth, Tex.
- Tennessee Nurserymen's Association—**Prof. G. M. Bentley, secy., Knoxville, Tenn.
- Twin City Nurserymen's Association—**H. G. Loftus, Sec'y., St. Paul, Minn.
- Western Association of Nurserymen—**George W. Holzinger, secy., Rosedale, Kan.
- Western Canada Nurserymen's Association—**T. A. Torgeson, Sec'y., Estevan, Sask.
- Wisconsin Nurserymen's Association—**W. G. McKay, Sec'y., Madison.

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By all odds the very best of the upright Goldenbells. The most floriferous, hardiest and largest bloom. Of all the Forsythias which have been grown in the Arnold Arboretum this is the most beautiful.

We have over ten thousand (10,000) of this most worthwhile item and the price will be right.

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An especially fine lot of EVERGREENS in a full line, root pruned, trimmed and grown right.

Some EXTRA FINE VINES including 30,000 beautiful BOSTON IVY.

Plenty of healthy and heavy SHRUBS in a most complete assortment of varieties and sizes.

EXCELLENT SHADE TREES spaced so as to develop the kind of tops you desire—and some of the larger sizes that are hard to find.

As PRETTY FRUIT TREES as you want to see—including a real block of Pear.

THE COLE NURSERY CO.

"Everything That's Good and Hardy"
47 Years at

PAINESVILLE, OHIO

LABELS FOR NURSERYMEN
THE BENJAMIN CHASE CO.,
DERRY, N. H.

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FOR TRADE
ADVERTISEMENTS

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1st of Month Issue

First Forms: - 23rd each month
Last Forms: - 25th each month

15th of Month Issue

First Forms: - 8th each month
Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates

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To the Trade Only

We offer our customary extensive line of Fruit, Nut and Shade Trees, Flowering Shrubs, Choice Conifers, Broad leaved Evergreens, and Superior Portland Grown Roses.

SPECIALTIES

Fruit Tree Seedlings
Ulmus Pumila Seedlings
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Sycamore Maple purpureascens
Pauls Scarlet Thornes
Norway Maple Seedlings
Rooted Manetti Stocks
Norway Maple Whips
Flowering Crabs
Azaleas

We have grafted a few thousand Franquette Walnuts on Eastern Black purposely for our Eastern Trade.

It's the Soil, Climate and the Know How that produces our Superior Quality Ornamentals.

Portland Wholesale

Nursery Company

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PORTLAND OREGON

Largest and Best Supply of

GRAPE VINES
CURRANTS
GOOSEBERRIES

in all old and new varieties and grown in the famous Chautauqua-Erie Grape Belt.

Sixty years' experience in growing and furnishing strong, fibrous roots of well-known HUBBARD COMPANY grade.

Prompt shipment.

Attractive prices made on quantity lots.

T. S. Hubbard Co.
FREDONIA, N. Y.

Say you saw it in "American Nurseryman"

AMERICAN NURSERYMAN ---- September 15, 1928

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the cariot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copy less of current volume, 20c; of previous volumes, 25c.

RALPH T. OLcott
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

"This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

30 State Street,
Rochester, N. Y.

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Fall, 1928, Surplus To The Trade

KELSEY-HIGHLANDS NURSERY
(Nursery at East Boxford, Massachusetts)
SALEM, MASSACHUSETTS

Nurserymen should not fail to examine this list carefully. The stock is all grown in our best manner with plenty of room, which means good tops and a fine root system. It is "Hardy New England Grown, Best by Test."

This is a list of stock which we consider as "Surplus" and so prices have been made at bottom figures. (We have a full line of the finest Conifers ever offered in Lining Out and Specimen Stock and our full list will go out later. We will gladly quote Nurserymen seeking standard grades and sizes for immediate or Spring Trade.) We reserve the right to withdraw items and prices given in this list at any time.

Shipments can be made from now through to December, or will be reserved for early Spring shipments.

Stock packed and delivered f. o. b. cars. A further saving may be made by sending cash with order and deducting 5 per cent.

ARCTOSTAPHYLOS UVAURSI , Bearberry	100	1000
7,000, 3-6 in. from 2½ in. pots.....	\$ 20.00	\$ 180.00
Bearberry is the best hardy Evergreen prostrate ground cover known. Thrives in any soil.		
CALLUNA VULGARIS , Scotch Heather	25.00	
600, 3-6 in. Transplanted	25.00	
CALLUNA VULGARIS AUREA	25.00	
400, 3-6 in. Transplanted	25.00	
CHAMAECYPARIS OBTUSA , Hinoki Cypress	3.00	20.00
5,000, 1-3 in. 2 yr. Seedlings.....	3.00	20.00
8,000, 3-6 in. 3 yr. Seedlings.....	4.00	30.00
CHAMAECYPARIS PISIFERA , Sawara Retinospora		
100, 2-3 ft. Extra fine, B&B.....	120.00	
JUNIPERUS COMMUNIS DEPRESSA , Prostrate Juniper		
200, 2-3 ft. Thrice transplanted	120.00	
100, 3-4 ft. Thrice transplanted	180.00	
JUNIPERUS VIRGINIANA , Redcedar		
10,000, 1-3 in. 2 yr. Seedlings	3.00	25.00
4,000, 3-6 in. 3 yr. Seedlings	4.00	35.00
3,000, 6-9 in. Transplanted	15.00	130.00
2,000, 2-2½ ft. Thrice transplanted B&B.....	120.00	900.00
PICEA KOYAMAI , Koyamai Spruce		
3,000, 3-6 in. 2 yr. Seedlings	6.00	45.00
Koyamai Spruce is rare and is one of the finest species known.		
PICEA PUNGENS , Green Colorado Spruce		
15,000, 1-3 in. 2 yr. Seedlings.....	3.00	20.00
6,000, 3-6 in. 2 yr. Seedlings.....	4.00	30.00
These run an unusual Percentage of the blue form		
PIERIS FLORIBUNDA , Mountain Andromeda		
1,000, 6-9 in. B&B.....	45.00	400.00
1,000, 9-12 in. B&B	60.00	500.00
Our Pieris are largely with buds and are suitable for immediate sales.		
PICEA EXCELSA , Norway Spruce		
10,000, 1-3 in. 1 & 2 yr. Seedlings.....	1.75	10.00
15,000, 3-6 in. 1 yr. Seedlings	2.50	15.00
4,000, 6-12 in. 3 & 4 yr. Seedlings.....	5.00	30.00
5,000, 12-18 in. Transplanted	16.00	150.00
1,000, 18-24 in. Twice transplanted, B&B.....	90.00	700.00
300, 2-3 ft. Twice transplanted	130.00	
Our Norway Spruce are of the best type and it is wonderfully fine stock.		
PINUS DENSIFLORA , Japanese Red Pine		
10,000, 6-12 in. 2 yr. Seedlings	3.00	20.00
12,000, 12-15 in. 2 yr. Seedlings	4.00	30.00
PINUS JEFFREYI , Jeffrey Pine		
200, 2-2½ ft. Twice transplanted, B&B.....	150.00	
PINUS MONTANA , Swiss Mountain Pine		
6,000, 3-6 in. 3 yr. Seedlings	3.00	20.00
6,000, 6-9 in. 3 yr. Seedlings	4.00	30.00
1,500, 3-6 in. Transplanted	5.50	45.00
PINUS MONTANA MUGHUS , Mugho Pine		
35,000, 3-6 in. 3 yr. Seedlings	4.00	30.00
20,000, 6-9 in. 3 yr. Seedlings	5.00	40.00
10,000, 3-6 in. Transplanted	7.00	60.00
12,000, 6-9 in. Transplanted	12.50	110.00
4,000, 6-9 in. Twice transplanted	20.00	180.00
8,000, 9-12 in. Twice transplanted, B&B.....	65.00	500.00
1,500, 12-15 in. Twice transplanted, B&B.....	130.00	1,000.00
Our Mugho Pines are an exceptional lot. Low, compact type and good color. This is a great opportunity to stock up with the best grown material obtainable.		
PINUS NIGRA , Austrian Pine		
40,000, 6-9 in. 2 yr. Seedlings	2.00	15.00
6,000, 9-12 in. 3 yr. Seedlings	3.00	20.00
15,000, 12-18 in. 3 & 4 yr. Seedlings	4.50	35.00
1,000, 9-12 in. Transplanted	10.00	90.00
6,000, 12-18 in. Transplanted	30.00	250.00
2,000, 18-24 in. Transplanted, B&B.....	100.00	900.00
500, 2-2½ ft. Twice transplanted, B&B.....	160.00	
Austrian Pine is the best all-round species for exposed situations. It is free from diseases and is unexcelled for sea-shore planting.		
PINUS PONDEROSA , Western Yellow Pine		
6,000, 3-6 in. 2 yr. Seedlings	3.00	20.00
100, 3-4 ft., B&B	160.00	
100, 4-5 ft., B&B	250.00	
PINUS RESINOSA , Red Pine		
3,700, 12-18 in. Transplanted	30.00	240.00
1,000, 2-2½ ft. Twice transplanted, B&B.....	100.00	900.00
Red Pine is scarce. Orders should be placed quickly.		
PINUS SYLVESTRIS , Scotch Pine		
4,000, 2-4 in. 1 yr. Seedlings	2.00	10.00
2,000, 2-3 ft. Twice transplanted, B&B	80.00	700.00
PSEUDOTSUGA DOUGLASII , Douglas fir		
3,000, 9-12 in. Transplanted	19.00	175.00
500, 12-18 in. Twice transplanted, B&B.....	60.00	
200, 2-3 ft., B&B	150.00	
THUJA OCCIDENTALIS , American Arborvitae		
8,000, 2-4 in. 2 yr. Seedlings	12.00	
15,000, 3-6 in. 2 yr. Seedlings	25.00	
2,000, 12-18 in. Twice transplanted, B&B.....	50.00	400.00
2,000, 18-24 in. Twice transplanted, B&B.....	100.00	900.00
1,000, 2-3 ft., B&B	150.00	1,350.00
1,000, 3-4 ft., B&B	200.00	1,800.00
Nurserymen will find it pays to visit our Kelsey-Highlands Nursery and see how we grow this fine Nursery stock.		

HARLAN P. KELSEY
 SALEM, MASSACHUSETTS

. . . The . .

Bridgeport Nursery

Established 1875

Carload lots for Fall 1928

CHERRY PEACH APPLE CATALPA BUNGEI

one and two year heads

SHADE TREES

and a general line of
SHRUBS EVERGREENS
PERENNIALS ROSES ETC.

C. M. HOBBS & SONS
BRIDGEPORT, INDIANA

Largest Nursery in Indiana

FALL COUNTS

See our

SEPT. BULLETIN

Buy while you can get what you want and before prices on many items jump.

We offer you in Quantity

SHRUBS—ROSES—VINES
ORNAMENTAL AND EVERGREEN TREES
PERENNIALS—FRUIT TREES
HEDGE PLANTS
SEEDLINGS—FRENCH AND AMERICAN
ORNAMENTAL PLANTING STOCK
IMPORTED ROSE STOCKS
ROSA MULTIFLORA JAPONICA SEEDLINGS
BARBERRY THUNBERGI SEEDLINGS
ETC.

Let us quote on your want list.

C. R. Burr & Company, Inc.

MANCHESTER, CONNECTICUT

We do not Sell at Wholesale to Retail Buyers

If you are not on our mailing list advise us please.

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade
National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVIII

ROCHESTER, N. Y., SEPTEMBER 15, 1928

No. 6

Nurserymen in Joint Convention in Memphis

Feature Addresses Bring Out Many Practical Points—Southern Association To Meet
In Birmingham, Southwestern in Fort Worth in 1929—The New Officers
SOUTHWESTERN ASSOCIATION'S NEW CODE OF ETHICS ADOPTED

THE 30th annual convention of the Southern Nurserymen's Association and the 11th annual convention of the Southwestern Association of Nurserymen were held at the Hotel Peabody, Memphis, Tenn., Sept. 12-13.

Joint sessions for discussion of topics of general interest were held each day, as well as separate sessions for the transaction of business, pertaining to each association.

At the opening of the first joint session on the morning of Sept. 12 President Will B. Munson of the Southwestern Association announced that President C. T. Smith, Concord, Ga., of the Southern Association, could not be present on account of the serious illness of his brother Henry Smith in his 70th year. The two brothers have been together in the Nursery business 53 years. This is believed to be a record of the kind, at least in the South.

After the singing of "America" and an invocation by Rev. Dr. C. C. Grimes an able address of welcome was delivered by Mayor Watkins Overton, of Memphis to which J. T. Foote, Durant, Okla., responded. Mayor Overton spoke of the marked progress made by the South in the last ten years. Northern capital has been interested in southern projects to a remarkable extent. He spoke of the opportunity in the Nurserymen's calling for public service of a high order and heartily welcomed the visitors to Memphis. In his response Mr. Foote echoed the words of the mayor as to the rapid progress of the South.

"Why," said he, "I can remember visiting Boston when I was young and wondering if we would ever have a city of that size in the South. And now we have Dallas, which is bigger than Boston, and Oklahoma City, which is bigger than New York City! I've been in the King Edward Hotel and in the Waldorf Astoria, but I think the Hotel Peabody far excels them."

Attending conventions takes much of his time, said Mr. Foote and he has often thought that one good one a year would be enough. But he enjoyed each succeeding meeting and was glad to be with his fellow members and those of the Southern Association in Memphis. He urged upon all Nurserymen attendance at conventions as of great value to the individual and a means of extending the welfare of the industry.

Chairman L. A. Niven of the committee on a program of joint and separate sessions

so fully occupied the time of the four sessions in the two days as to leave practically no time for general attention to entertainment except in the case of the banquet on the evening of the first day. For information as to other entertainment he referred the members to L. E. Rehse of the local committee. "His room in the hotel," said Mr. Niven, "is 1035. He didn't say what he had there, but you are invited to call on him when you want anything."

Opportunity was given to those who wished to visit the parks and fine residence grounds of the city; and Ollie Fraser arranged a fishing trip for those who wished to stay over a day.

The address by President Smith was read by Vice-President T. N. Nicholson.

Exhibits at Memphis

Exhibits at the Memphis convention included the following:

Sirron Nurseries, Atlanta, Ga., evergreens; Lindley Nurseries, Pomona, N. C., evergreens and fruit trees; J. C. Hale, Winchester, Tenn., fruit trees; T. G. Owen & Son, Columbus, Miss., evergreens; Cumberland Valley Nurseries, McMinnville, Tenn., fruit trees; Griffing Nurseries, Beaumont,

Tex., evergreens; Washington Heights Nurseries, Knoxville, Tenn., fruit trees; Commercial Nursery Co., Decherd, Tenn., general stock; Great Western Bag Co., St. Louis, Mo., burlap; Jackson & Perkins Co., Newark, N. Y., lining-out stock; Forest Nursery Co., McMinnville, Tenn., trees and shrubs; Wight Nursery Co., Cairo, Ga., pecan trees; Verhalen Nursery Co., Scottsville, Tex., evergreens; Persimmon Grove Nursery, Waco, Tex.; McDaniel Nurseries, San Augustine, Tex., pecan trees; A. M. Leonard & Son, Piqua, O., horticultural tools; Overlook Nurseries, Crichton, Ala., potted plants for the South; William Byrd Press, Richmond, Va., catalogues.

A Fishing Feature

Entertainment features at the Memphis convention included a fishing trip, under the guidance of O. W. Fraser, to Reelfoot Lake, 125 miles north of Memphis where camping facilities, guides, etc., were available.

"Now, this will be a real fishing event," said Mr. Fraser. "I suppose you would not believe me if I were to tell you all I know about this place. I was up there not long ago and I want to tell you I never worked so hard and so fast at anything in my life. We caught so many fish that we didn't

(Continued on Page 137)

Code of Ethics

Southwestern Association of Nurserymen

Adopted at Convention in Memphis, Tenn., Sept. 12, 1928

Each member of this Association shall have a lively interest in all that relates to the welfare of the Nursery industry as well as to the civic welfare of his community.

All services undertaken shall be so creditably performed that membership in this Association shall signify the highest and best there is in Nursery skill, ability and practice.

The membership of this Association shall consider the protection of the customer's interest by selling only such stock as can be expected to give perfect satisfaction; or, if wholesale, can be re-sold by the customer on a profitable basis. In connection therewith, each member shall make adjustments cheerfully and give the customer the benefit of any doubt which might arise. A satisfied customer is worth a dozen disgruntled ones.

No executives or owners will directly or indirectly offer employment to any employee of another Nurseryman. This shall not be construed so as to prohibit negotiations with anyone who, on his own initiative or in response to public advertisement, shall apply for employment. Hiring employees away from a competitor or inducing them to leave by other means is considered unethical.

Make contracts only after carefully reading and understanding them, and then stick to your agreement and deal with your associates in a manner that will command trust and confidence.

It shall be unethical for a member to sell knowingly at retail at a price that is as low or lower than his price to the Nursery trade.

I. F. LaFollette, Siloam Springs, Ark.

W. A. T. Murray, Wills Point, Tex.

J. T. Foote, Durant, Okla.

Geo. F. Verhalen, Scottsville, Texas.

Chairman

Southern Nurserymen Indorse the Campaign

Graphic Portrayal at Memphis Convention of Possibilities for the Industry Which Must Have Greater Output to Succeed—Fund Subscription Is An Investment

What Was Done in Memphis

The afternoon session was devoted mainly to an exposition of the Nurserymen's National Publicity Campaign.

Chairman Walter W. Hillenmeyer of the advertising committee, formerly president of the American Association of Nurserymen, introduced the subject which held the close attention of the 150 Nurserymen in joint convention. He cited the conditions immediately preceding the undertaking when post war relaxation loosened previously restricted activities in building operations and planting of Nursery stock increased rapidly, causing good demand at good prices. Greatly increased production naturally followed—and then came the inevitable lull in all things and far-seeing Nurserymen realized that in order to provide intelligently for demand five to six years ahead—as Nurserymen in the nature of the business must provide—it would be necessary to create a wider market especially as ordinary observation showed that the possibilities for expansion of planting in the ornamental line at least, had been little more than entered upon.

Were Producing Too Rapidly

How to meet the situation was the question. All over the country there were large plantings of stock in the Nurseries. Existing sales organizations were not able to keep pace with production. The public was not educated to use Nursery stock effectively and fully, generally speaking.

Nurserymen were producing too rapidly—not necessarily too greatly. So the idea of a national campaign to educate the public widely in the use of, and the great value of, Nursery stock—instead of depending upon the efforts of a salesman here and there, efforts which even in the aggregate under individual or business concern direction, were wholly inadequate to meet the situation.

In order to proceed intelligently a national survey of the entire country was necessary. Such a survey was undertaken and its results are startling in their exposition of the possibilities for expansion of the Nursery business disclosed. The follow-up of this disclosure could not be intrusted to any Nurseryman because of the personal element and the demands of one's own business; so the American Association through its officers looked about to find the man for the practical operation. A very special service was needed. Such a man was found in the person of Mr. Cary who is with us today and who will outline, by means of charts and description, what has been found as to actual conditions and what is foreshadowed as to extensive operations for expansion of the business.

Success Now Assured

"Remember," said Mr. Hillenmeyer, "Mr. Cary is in the employ of the A. A. N. He is at your service. Call upon him as to your particular problem. This is the national association's contribution to the campaign. Great results are certain to follow earnest and intelligent effort. But it will take money to secure them. We are

LAST TEN YEARS' INCREASE	
Nursery stock acreage.....	104.0%
Nursery stock sales.....	3.2%
HENCE THE CAMPAIGN	

not here today to solicit funds, but if any of you wish to contribute now you can do so. From the contributions already made, success of the plan is assured."

Mr. Cary outlined succinctly and graphically the results of the national survey and the plan for the campaign, elaborating upon the presentation made at the Denver convention of the A. A. N. in June when the campaign was definitely determined, as fully reported at the time exclusively in the *American Nurseryman*.

Some of the large colored charts exhibited at the Denver convention to illustrate the facts and figures presented were shown in connection with the address by Mr. Cary, together with others of equally striking effectiveness which have since been prepared. Significant and astonishing indeed are these facts and figures.

"The time is now here," said Mr. Cary, "when the Nurseryman can no longer hide the light of his needed product under a bushel but must shout from the housetops the slogan

"Consult Your Nurseryman"

To those for whom the presentation of national survey results was a repetition the effect was a further stimulation. To those who for the first time learned of the existing conditions and the possibilities clearly shown the effect was in the nature of a revelation.

The graphic manner of the presentation was so effective as to leave little occasion for questions which the Nurserymen at the joint convention were urged to ask when E. G. Naeckel of the L. W. Ramsey aggregation and manager of the campaign took the floor to answer them. Indeed, he had to suggest questions which he did with the idea of throwing light upon every angle that might upon reflection be exposed.

Mr. Cary, for instance, had told his hearers how the progressive men in other industries had made signal success of campaigns of this character. "If they can do it, we can" said he; "and we have set out to do it. We must have a broad platform on a firm foundation; this has been supplied by the national survey.

Fund Subscriptions 100%

"It is for the Nurserymen of the country to build the superstructure as high as they wish. The higher it goes the broader will it spread the light we can shine. Reiterating Mr. Hillenmeyer's statement: 'The campaign is on and it is going over 100%.'

"To make it big everyone must put his shoulder to the wheel. Like a snowball, the bigger it gets the greater will be the impact when it hits."

It takes money to make money. While the campaign is on a basis of \$250,000 a year for four years, not one cent of your money (according to the contract) can be

spent until \$150,000 has been raised. It is desired to start as soon as possible. If the start can be made next spring, a year's time will be saved.

"What to do with the \$150,000—and with the whole fund?

"Naturally we shall use only national mediums. In a group of nationally circulated magazines 50,000,000 readers can be reached. Such a group selected by the L. W. Ramsey Company and the A. A. N. advertising committee will cover every type of reader in all parts of the country.

Yard and Garden Contests

"There will be established Yard and Garden Contests—somewhat along the line of the Beauty Contests—a Local Contest the winner of which will compete in a State Contest, the winner of which will compete in a District Contest, the winners of which will compete in a National Contest—the enthusiasm increasing as each step is taken.

"Then there are the Clipping Bureaus Radio Talks, Speeches, Addresses with Lantern Slides—to tell the buying public of America what constitutes well planted home grounds. For the home grounds are the basis of the campaign argument. When interest in the home grounds is created, interest in the public building grounds, the parks and boulevards, the cemeteries, shade trees on streets and highways is created: for every member of a park board, every highway commissioner has home grounds!

"There will be sales talks, booklets and folders circulated through advertisements, all directing: **Consult your Nurseryman.**

Nurserymen's and Employes' Bulletins

"Nurserymen themselves will be supplied with pamphlets, truck cards, etc. And there will be National Insignia for subscribers to the campaign fund. There will be advertising mat service co-ordinated from an artistic standpoint.

"Further, there will be employes' bulletins to keep up the interest of the workers in the Nurseries.

"It has been suggested that your contribution be $\frac{1}{2}$ of 1% of the total volume of your last year's business. Already we are visiting the trade with this proposition. We get nothing out of anything unless we put something into it."

After sometime spent in answering questions, the two associations unanimously indorsed the National Publicity Campaign, upon motion by J. B. Baker, seconded by O. W. Fraser.

Study of Diseases of Ornamental Plants

Diseases of ornamental plants was the subject of study on the tenth annual tour and conference of the American Phytopathological Society last month. Thirty-eight scientists representing ten states and three foreign countries—Canada, China and Chile. From New York City the party went to the F. & F. Nurseries, Springfield, N. J., where the disease-free condition was surprising. Bobbink & Atkins Nursery and the grounds of Julius Roehrs & Co., Rutherford, N. J. were visited. Rose diseases especially were discussed. The party also visited the Boyce Thompson Institute, Yonkers, N. Y.; the Bartlett Tree Expert Co., Stamford, Conn., and Central Park, New York City.

For Every Nurseryman To Consider

The Nurserymen's four-year \$1,000,000 national advertising campaign has been carefully planned so it will provide equal benefits for all branches of the industry, W. W. Hillenmeyer, chairman of the advertising committee, has announced.

"Every type of Nurseryman in every part of the country has been considered in the plans that each may receive the same profits from the campaign."

"For this reason," he has added, "in justice to ourselves and everyone else concerned, we should withhold any judgments on the campaign, as to whether or not our particular type of business or particular section of the country will benefit, until full facts have been received."

"The advertising is going to advocate the planting of home grounds. It is going to increase the desire of the millions of people in the United States for more beautiful and fruitful home surroundings. Every Nurseryman will profit equally from this whether he sells fruits or ornamentals."

"Like the Say It With Flowers campaign, no individual products will be advertised. That campaign did not advertise "Say It With Zinnias," or "Say It With Roses." Instead, it created a greater desire for all kinds of flowers. Our campaign is designed similarly to create a desire for all types of Nursery products. It will turn the minds of home owners toward their grounds."

"All details about the campaign, how it is planned, and how it is to be conducted, are to be explained by representatives of the American Association of Nurserymen who will call on each Nurseryman before he will be definitely asked to lend his support to the important undertaking."

Southwestern Nurserymen's Election

In the first business session of the Southwestern Association, President Munson presiding and Mrs. Thomas B. Foster in the absence of Mr. Foster serving as secretary, the association was advised that at a recent meeting of the executive committee at which Mr. Munson, Jim Parker and W. C. Griffing were present a balance of \$40 from a publicity fund of two or three years ago was turned into the general fund. The association ratified this action.

The committee on ethics presented as its report a revised code of ethics for the association.

Members were advised to send bills for collection to Secretary Foster who would turn them over to the A. A. N. collection bureau operated by Secretary Charles Sizemore.

These new members were elected: Pigott, Ark., Nurseries; Willadean Nurseries, Sparta, Ky.; Harlan Farms Nurseries, Lockhart, Ala. Applicants for membership now fill out a blank which is passed upon by the executive committee.

A. N. Watson, Monticello, Fla., suggested that each association appoint a committee for joint action on a system of credits and collections for the cotton belt states.

H. E. Hall, reporting for the transportation committee, said that several cases needing action had come up as to freight and express matters.

In the absence of Chairman Otto Lang, Dallas, W. E. Rey, Oklahoma City, reported for the radio committee that while good results from radio talks were recorded last year, not much had been done in that direction this year. It is hard to get Nurserymen to prepare the talks.

Committees were appointed as follows:

Auditing: M. C. McNeil, Beaumont, Tex., John McNeal, Tyler, Tex.; E. S. Baker, Fort Worth, Tex.

Resolutions: J. T. Foote, George F. Verhalen, W. E. Rey, M. F. Shamburger.

Nominations and place of meeting: J. B. Baker, Edward Teas, A. L. Thompson, C. E. Garee, R. S. Twitty.

Officers were elected as follows: President, Hugh E. Hall, Sherman, Tex.; vice-president, Edward S. Baker, Fort Worth, Tex.; secy-treas., Thomas B. Foster, Denton, Tex. Executive committee: The officers and Will B. Munson, Denison, Tex., and Leo Conard, Stigler, Okla. The association will meet in Fort Worth on the first Wednesday and Thursday of September 1929. The former meeting dates were in the third week of September.

Southern Nurserymen's Election

In its separate session the Southern Association was called to order by Vice-President T. N. Nicholson, Decherd, Tenn. The following committees were appointed.

On president's address: C. A. Simpson, Lee McClain, F. C. Boyd.

Nominations and place of meeting: W. W. Hillenmeyer, O. W. Fraser, Davenport Guerry.

Resolutions: L. M. Jones, James G. Bailie, Clyde Potter.

O. W. Fraser asked as to invitations for the next convention. Mr. Jones extended his perennial invitation to meet in Norfolk, Va. Last year the Southern Association decided to meet in Birmingham if a joint meeting was not arranged for Memphis. Therefore he renewed the invitation to meet in Birmingham. Tom Dodd said that Mobile, as usual, would be glad to entertain the association. It was thought that the association should get back to some point nearer the center of its membership territory.

Mr. Fraser asked as to action, if any, on the appropriation last year of \$500 toward

payment of the \$2500 needed for a national Nursery survey. Secretary Daniels said that the money had not yet been called for and that it was on hand for the purpose when wanted.

J. Slater Wight, of the executive committee, reported that complaints of unethical practice on the part of several members had been investigated and proved to be well founded. He asked as to the wishes of the association regarding the method of taking action—whether in open session or otherwise. The matter was laid on the table for action the second day.

Harry Nicholson for the committee on legislation said there was nothing to report except the need for lien law protection for Nurserymen. Mr. Landis, of Chattanooga, said the need was great since large losses were being sustained. Upon motion by Mr. Fraser Attorney Macdonald, for the A. A. N., will be asked to push a bill for uniform protection to Nurserymen in all the states, at the next session of Congress. Mr. Fraser urged the formation of state as-

sociations of Nurserymen where such organizations do not now exist; as, for instance in Georgia, Florida and Virginia. Tom Dodd said it was easy to form a state association; that the Alabama association was organized with nine members.

Officers were elected as follows: President, T. Norman Nicholson, Decherd, Tenn.; vice-president, S. R. Howell, Knoxville, Tenn.; secretary-treasurer, W. C. Daniels, Pomona, N. C.; member of executive committee, Tom Dodd, Semmes, Ala.

L. M. Jones, Norfolk, Va., of the resolutions committee presented the committee's report in which the association expressed appreciation of the welcome and entertainment by residents of Memphis; thanked Superintendent of Parks W. C. Davis for cooperation with the committee on nomenclature; expressed regret at the absence of President C. T. Smith; thanked the management of the Peabody Hotel, the local committee on arrangements, the local newspapers and the Nurserymen and florists of Memphis for courtesies extended; congratulated Chairman L. A. Niven upon his diplomacy in getting L. E. Rehse to do all the work and reprimanded Walter W. Hillenmeyer for unexpected calls for speeches at the banquet.

Chairman C. A. Simpson of the committee on president's address stressed the importance of Mr. Smith's suggestions that caution be taken to prevent over-planting of stock and that formation of garden clubs be actively encouraged.

In the matter of members accused of unethical practice, whose cases came before the executive committee, it was decided to instruct that committee to dispose of the cases, dropping from the membership roll the names of the accused if they do not make satisfactory explanation within 30 days, due notice having been given them to appear before the association and defend themselves.

A. N. Watson's suggestion that a credit bureau to be operated under the direction of the southern Nurserymen especially for southern territory was heartily indorsed by both the Southern and Southwestern Associations. The following committees were appointed to plan the details:

For the Southwestern Association: M. C. McNeil, Beaumont, Tex.; Jim Parker, Tecumseh, Okla.

For the Southern Association: O. W. Fraser, Birmingham, Ala.; A. N. Watson, Monticello, Fla.

Campaign Managers To The Coast

Campaign Manager E. G. Naeckel and Director C. E. Cary of the Educational Bureau of the A. A. N. National Publicity Campaign, a few days after the Memphis convention started for the Pacific Coast to explain in detail and with the use of colored charts the campaign plans. They will address the California Nurserymen's Association at its annual convention in Beverly Hills Sept. 27-29. Then they will go to Washington and Oregon where they will address groups of Nurserymen at called meetings in Tacoma, Portland and other points.

Nurserymen in Memphis

(Continued from Page 135)

know what to do with them. I had to get behind a tree to bait my hook. We caught 32 pounds of fish the first day. Some of them we were able to sell. We'll leave early tomorrow morning; I'll not say just what time, because that will depend upon how late we shall be up tonight. It will not make any difference as to how inexperienced you are. The guide will simply tell you: "Throw in your line over there." You do so—and then you try to land 'em."

Immediately the question of accommodations came up; for, by the way applications for the trip were presented it appeared that the majority of those at the convention would stay over for this event, some even canceling their railroad reservations in order to do so.

Results of the expedition may be obtained from Mr. Fraser.

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., SEPTEMBER 15, 1928

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalists."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

The Mirror of the Trade

AGGRESSIVE CONTROL MEASURES

What Nurserymen have foreseen for years—increasing problems in meeting insect and disease attacks in plants—was the subject of a suggestive address by T. J. Headlee, state entomologist of New Jersey, at the summer meeting of the Eastern Association of Nurserymen in Stroudsburg, Pa. His remarks are timely in view of the discussion on the subject this year by representatives of foreign countries at conferences in this country, as reported in the American Nurseryman.

Dr. Headlee suggested that Nurserymen would likely find it necessary either to change the public mind regarding quarantines, or bring about the discovery of better methods of freeing plants from diseases and insect pests for national and international commerce. In the absence of such measures quarantines must necessarily prevail and will probably increase.

In recognition of necessity for cooperation with the authorities the American Association of Nurserymen for years has maintained a standing committee on cooperation with U. S. entomologists and the U. S. Department of Agriculture, under the chairmanship of Henry B. Chase, whose reports at national and sectional trade conventions have kept the Nurserymen in touch with remedial measures. That this committee might well broaden its activities and that other horticultural bodies might cooperate in a campaign of study of effective methods and of encouragement to scientific agencies to accelerate investigations, was suggested by Dr. Headlee who said that his experience with such committees has been universally good.

American Nurseryman has repeatedly urged the trade to take the initiative in matters of plant disease and insect control, instead of awaiting attacks upon the industry by legislators anxious to make a legislative record. Intelligent legislation based upon present and prospective developments and the judgment of the best minds in and out of the industry is what Nurserymen should endeavor to secure.

The subject ties up closely with various measures deserving special consideration in view of the national campaign for a Greater Nursery Industry.

Farmer's Ability To Buy

The American farmer, acknowledged champion in the field of mass production, can increase his income if he will practice a few of the arts of intensive cultivation which the European farmer has mastered, is the conclusion reached by 27 of this country's foremost agricultural experts at the end of a summer's tour abroad.

Heads of agricultural and engineering colleges, home demonstration agents, chemists, directors of state experiment stations, fertilizer experts, agronomists and statisticians made up the touring party.

Their itinerary included France, Germany, Switzerland, Bavaria, Belgium, Luxembourg, Holland, and the British Isles. They visited the world's oldest and most famous experimental stations, including Grignon, the Pasteur Institute, the National Institute of Agronomy, the Institute of Horticulture, in France, the important agricultural experiment stations at Bonn, Munich, Darmstadt and other places in Germany, and Rotham-

Aims of the Program For Nurserymen's Nation-Wide Campaign

- To lead the general public to a better appreciation of the advantages of more fruitful and beautiful home surroundings.
- To cause a great increase in the consumption of Nursery products.
- To educate the Nurserymen of America to better and more aggressive merchandising practices.

stead Experimental Station in England. They visited crop, dairy and livestock farms, vineyards and forests, and they inspected the potash mines of the Franco-German producing group, which are the source of much of the potash used in America.

The general conclusions of this group of experts are contained in a statement issued through the directors of the tour, J. N. Harper of the Agricultural & Scientific Bureau at Atlanta and John S. Carroll of the N. V. Potash Export Mfg., at Jackson, Mississippi.

"Europe has a shortage of land and a surplus of farm labor; America has an abundance of land and a shortage of farm labor," says the statement. "Therefore, the European farmer has directed his energies toward increasing per-acre production, while the American farmer has concerned himself chiefly with increasing per-man production.

"The European has made an art of intensive cultivation; the American has made a business of mass production. These basic differences in the situation here and abroad are further emphasized by the fact that Europe's limited acreage, which has been farmed for centuries, includes much land that never was naturally fertile, while America's more extensive acreage, much of it comparatively new, includes many large areas that were naturally rich in plant food.

"By necessity, therefore, the European farmer conserves the natural fertility of his soil. Where the soil is not naturally fertile, he builds it up with artificial fertilizers. The average American farmer, largely through force of habit, has wasted his soil fertility. In many sections where the virgin fertility has been depleted, few efforts are made to replace it."

The general conclusion of the experts is that the American farmer can appreciably increase his producing and earning capacity if he will (1) adopt the most practicable of the European methods of intensive cultivation (2) strive for high per-acre as well as high per-man production (3) restore the natural fertility of the soil by the consistent rotation of crops, the utilization of all farm bi-product fertilizers, and the application of artificial plant foods (4) produce only the crops for which each farm is best adapted, according to its soil, climate and accessibility to markets (5) restore to pasture or forest all so-called "marginal" lands where the crop production is unprofitable (6) practice the methods that are evolved and proven successful by state, federal and private experiment stations (7) stimulate a closer contact between the educational, industrial and agricultural forces of America (8) participate more whole-heartedly in the activity of farmers' cooperative organizations.

"In the Rhineland, where the producing capacity of the 1000-year-old vineyards was believed to have become stabilized, the yield has been doubled and trebled in recent years. Germany as a whole uses four times as much fertilizer as we do, and six times as much potash, with the result that yields have been trebled in the last 25 years. The same applies in varying degrees to France, Holland, Belgium, Switzerland, and the British Isles."

Grand Travers Nursery Co., has been established at Travers City, Mich., by H. L. Ransom, a graduate of the landscape school of Michigan State College.

EASTERN NURSERYMEN'S ASSOCIATION

F. H. Worsinger, Tacony, Pa., Secy.

Members of the Eastern Nurserymen's Association, in summer session in Stroudsburg, Pa., August 22, under the presidency of William J. Flemer, Jr., listened to addresses on Japanese beetle control by Loren B. Smith, C. A. Hadley, C. W. Stockwell and T. J. Headlee and upon motion of Lester C. Lovett directed appointment of a committee to confer, in accordance with Dr. Headlee's suggestion, with the Federal quarantine administration with a view to advancing the date for extending the area in which Nursery stock may be sold. The 1929 summer meeting will be held at Lovett's Nurseries, Milford, N. J.

Ohio-Kentucky Outing

A joint convention of the Ohio and Kentucky Nurserymen's Associations was held in Cincinnati, O., August 20-21. About 125 were present, including members, their wives and guests.

The convention assembled at 10 a. m. on Monday at the Cincinnati Zoo. The meeting was opened by W. A. Natorp, president of the Cincinnati Association of Contracting Landscape Architects who introduced Charles Eisen, president of the Cincinnati Council, who gave a very cordial welcome to Cincinnati. James West, president of the Ohio Nurserymen's Association and Louis Hillenmeyer, president of the Kentucky Nurserymen's Association were called upon for a few remarks. A very interesting talk on "The Solution of the Watering Problem," illustrated by motion pictures, was given by Prof. H. M. Benedict of the University of Cincinnati. Luncheon was served at the Zoo Club House, immediately following the morning session.

The entire afternoon of the first day was spent in a tour of the many points of interest, in and about Cincinnati. The tour

conducted us through many of Cincinnati's beautiful parks, estates, Nurseries and picturesque village of Mariemont. The following Nurseries were visited on this tour: Kern's Nursery, The Natorp Company, DuBois Nursery and Cassinelle & Brumme Nursery. All were favorably impressed with the fine stock of evergreens growing in these Nurseries, and the attractive manner in which these Nurserymen had landscaped their home grounds, as well as their Nursery sales grounds. The fine planting of large-sized evergreens at Natorp's Nursery was of special interest. In the evening a dinner dance at Swiss Gardens was enjoyed by all who attended.

The Tuesday morning tour took us into Kentucky where we visited Fort Thomas Barracks, Riverside and Devue Parks, and the Dixie View Nurseries. The morning tour ended with a luncheon at Dixie Inn. In the afternoon a boat ride down the Ohio River to Coney Island was a pleasing climax to one of the most enjoyable summer conventions in the history of the Ohio and Kentucky Nurserymen's Associations.

Royce Pickett, Secy.

"Native Crabs: Their Behavior in Breeding," is the title of a bulletin by Charles S. Crandall, issued by the University of Illinois Experiment Station.

AMERICAN ROSE SOCIETY

Robert Pyle, West Grove, Pa., Secy.

Annual meeting of the American Rose Society will be held Sept. 21 at Longwood, Chester Co., Pa., the estate of Mr. and Mrs. Pierre S. du Pont whose guests the members in attendance will be. Secretary Pyle asks for suggestions for discussion at the meeting, also for recommendation as to roses new to the writer this year.

Pinola, Miss., Nurseries have been incorporated \$5,000, by J. J. Murphy and wife, Pinola, and B. D. Murphy, Fayetteville.

NEW YORK NURSERYMEN'S ASSOCIATION

C. J. Maley, Rochester, N. Y., Secy.

The summer outing of the New York State Nurserymen's Association was held August 30th and was in the nature of a steamboat trip across Lake Ontario to Cobourg, Canada. About eighty members and their friends embarked at Genesee Docks at 8:30 on a bright sunny morning.

No attempt was made to hold a formal meeting; the occasion was simply an outing and general good time; there were good things to eat and enjoyment in plenty. Among the guests was President Flemer of the A. A. N., who journeyed from Princeton, N. J., especially to be present.

Large Tree Specialists

"The Magic Carpet" is the appropriate sub-title of the elaborate presentation of effective landscape scenes as the result of the Nurseryman's handiwork, under the caption, "Modern Landscape Engineering" issued by the Lewis & Valentine Co., New York City. A striking cover illustration bears out the sub-title and suggests the main caption. It is an unusually effective showing of results in the use of ornamental Nursery stock. The company specializes, among other things, in the moving of large specimen trees and English box—both specimens and hedge—100 to 200 years old. Engravings of enormous Norway maple, flowering dogwood, holly and weeping willow which have been transplanted, are shown.

Oak Park Nurseries, Leslie H. McRobbie, proprietor, Patchogue, L. I., is on the committee for landscaping ten acres near Mineola, N. J., for a public park in honor of Col. Charles A. Lindbergh who started from that spot (the Roosevelt Flying Field) on his transatlantic flight.



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Both Sweets and Sours

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MISS EVELYN SMITH'S NOVEL BIG TREE NURSERY

"Miss Smith and Her Big Trees" is the subject of an interesting illustrated article by Andrew S. Wing in the September issue of Farm and Fireside. It tells the unique story of Evelyn Smith, head of Amawalk Nursery Co., 30 miles north of New York City.

Up in the rugged hills of Westchester County, says Mr. Wing, a young woman runs the biggest, in fact the only, exclusive big-tree Nursery in the world. Her name is Evelyn W. Smith and the Nursery is located at Amawalk, N. Y.

This unique enterprise has grown in twenty years from an old run-down farm of 249 acres to a thriving business with more than 600 acres and millions of trees. Although Amawalk Nursery is a financial success (its business totals more than a quarter million dollars annually), to Miss Smith it represents far more than a mere dollar-making scheme. To her it is an ideal, an ideal created by an unusual man, Major Orlando Jay Smith, but cherished and brought to civilization by an unusual daughter who was a mere slip of a girl when he died.

Amawalk stands alone as a Nursery in that it specializes in large specimen trees, trees as nearly perfect as possible. Large living trees have been shipped from the sleepy little village of Amawalk to nearly every civilized country in the world and are to be found in many of the finest estates and parks in America. The 35-foot fir tree in the White House grounds which is used as a living Christmas tree every year came from Amawalk in 1924. The Christmas trees which decorate Times Square and Washington Square in New York City every year come from Miss Smith's tree farm and are afterwards planted on Riverside Drive or in some other park. I went to Amawalk to see how these fine trees are grown and to meet the woman who grows them.

Seated in the spacious living-room of the remodeled farmhouse I talked with Miss Smith and her husband, for in private life she is Mrs. Erie L. Hodge.

To know Miss Smith it is necessary to know something about her father. Orlando Jay Smith was born on a farm near Terre Haute, Ind. He was in college at Greencastle when the Civil War broke out. At eighteen he enlisted as a private. He came out a major. He had actually commanded a brigade. For a time he engaged in cotton growing in Mississippi, then came back north, entered newspaper work and later became the owner of a Terre Haute paper. He formed the American Press Association, a news service which first introduced "boiler plate" or "patent insides" for small newspapers.

Major Smith was a man of ability and

distinction. He kept his love for the country. His hobby was trees. The Smith residence was at Dobbs Ferry, on the Hudson River. Too busy to engage in actual farming Major Smith bought run-down Westchester farms, improved them by planting trees and sold them for estates.

The policy of selling only big trees has put Amawalk almost in a class by itself. It would be practically prohibitive for another Nursery to wait the number of years required to get into the big-tree business. Miss Smith does not need to sell many trees, because each sale is so large in terms of dollars.

If you turn through her catalogue you will note that the smallest American elm for sale is a six-inch tree 24 feet high, and its price \$35. A 14-inch 50-foot elm will cost you \$600. Norway maples range in price from \$40 to \$425; American pin oaks from \$100 to \$600; sweet gums from \$350 to \$700; red cedars from \$25 to \$400; white pines from \$100 to \$450. Larger trees, not grown in the Nursery, fetch even higher prices.

The method of transplanting large trees has been so perfected that there is practically no risk when Nursery-grown trees are used and directions followed in planting.

The secret of moving a large tree is to keep a ball of earth around its roots. A canvas is bound around the root mass, a wooden platform supporting the bottom. In this way trees can be moved at almost any time, even in full leaf or in bloom, though it is safer to transplant when the tree is dormant. Miss Smith evolved the idea of an octagonal platform which can be rolled about, in place of the old square platform which was awkward to handle.

"We grow only trees that have been proved hardy," she said. "We avoid such forest trees as the white oak, walnut and American beech. They are very difficult to handle when large. Some forest trees, such as the elm, are very easy to transplant because of their root habits.

"In the Nursery all of the trees are transplanted three or four times and after that are root-pruned. Root-pruning develops a mass of fibrous roots near the trunk. The fine roots are the feeders, the large roots serve principally as braces. When one of our big trees is moved it is anchored with wire braces until it has become firmly established. A tree that has been root-pruned receives very little shock if properly moved.

"You can make any tree into a specimen tree if you start with it young enough. It is simply a matter of proper pruning and giving it space to develop.

"We do not fertilize our trees. That would be too costly. We plant the trees in the type of soil to which they are suited. They are all cultivated several times each

season. That stimulates root growth. When a block of trees is removed the land is rested up for several years and cover crops are plowed under to restore humus and fertility."

The successful removal of the 166-year-old boxwood bushes from George Washington's Hayfield Manor in Virginia illustrates the skill of the Amawalk tree movers. This farm is the only one that was actually laid out and developed by Washington himself. The beautiful boxwood garden was grown from cuttings brought from England. The house was built of imported bricks. Some years ago the house was gutted by fire, leaving only the massive walls. The land was about to be sold for a real estate development and the box bushes were in danger of being destroyed.

While in Washington in December, 1924, Miss Smith heard about this and quickly closed a deal for the fine old box bushes. These were safely transplanted to Amawalk, where they may be seen today. A part of these will be kept permanently in an arboretum which is being created in memory of Major Smith. The remainder will be sold for use in Arlington Cemetery and to various patriotic organizations.

Another ticklish job was the planting of the estate of Mrs. Eugene Atwood, on Long

(Continued on Page 142)

Chinese Elm (ULMUS PUMILA)

If you are not growing the new Chinese Elm (*ulmus pumila*), here are some of the reasons why you should:

U. S. Dept. of Agriculture introduced it and endorses it highly.

Drought and alkali resistant. Very hardy. Remarkably free from disease and insect pests.

The country is speeded up to a fast pace. People want results now; they want shade for themselves, not for future generations only. Plant this remarkable tree and enjoy luxurious shade in a few short years. This tree has the qualities the planter wants, the speed of the Poplar, the grace and beauty of the Birch, and the height, majesty and durability of the American Elm.

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Catalpa Bungei,	\$ 5.00	\$ 45.00	Poplar, Carolina, 6-8 ft.	\$ 2.50	\$ 20.00
" 4-5 ft. "	6.50	60.00	" 8-10 ft.	3.50	30.00
" 5-6 ft. "	8.00	75.00	" 10-12 ft.	4.50	40.00
Elm, American, 6-8 ft.	6.50	65.00	Poplar, Lombardy, 6-8 ft.	2.50	20.00
" 8-10 ft.	9.00	85.00	" 8-10 ft.	3.50	30.00
Maple, Norway, 6-8 ft.	14.00	125.00	" 10-12 ft.	5.00	45.00
" 8-10 ft.	20.00	175.00	Poplar, Tulip, 6-8 ft.	8.00	75.00
Maple, Silver, 6-8 ft.	3.50	30.00	" 8-10 ft.	10.00	85.00
" 8-10 ft.	4.50	40.00	Willow, Weeping, 6-8 ft.	5.50	50.00
" 10-12 ft.	6.50	60.00	" 8-10 ft.	6.50	60.00

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Give us the opportunity to quote you on your wants. Stock offered
is of our own growing. It will be handled properly, graded carefully,
and priced right. We think we can save you money and are sure you
will be well pleased with the quality of our stock.

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ENTOMOLOGY SHOULD HAVE EDUCATIONAL PROMINENCE

At the fourth International Congress of Entomology at Cornell University, Ithaca, N. Y., last month Dr. L. O. Howard, the president who was for many years chief of the Bureau of Entomology, in Washington, and is now honorary curator of the Department of Insects, U. S. National Museum, said in his address to the more than 500 scientists present from 35 nations of the world:

"Greater importance should be given entomology in education. Conservation of thought is justified up to a certain limit. Beyond that limit it is harmful. In the teaching of this subject entomology, by far the most important part of the science, has been slighted. In terming entomology the most important part of zoology, I do not wish to underestimate the very great value of those zoological studies that relate to how we as animals ourselves came to be, but to the dominant place that the class insect holds in the whole animal kingdom.

"I see the time coming, however—perhaps it is almost here—when the full importance of entomology will be realized, and when those educational institutions which long ago uncloistered themselves from the dominance of the dead languages and higher mathematics will still further broaden their teaching to rank entomology as a study of prime importance. Many things encourage me in this conclusion."

Beach Cliff Nursery Co., Rocky River, O., has been incorporated.

Coniferous Evergreens

Including Arborvitae, Cedars, Cypress, Junipers, Pines, Retinospora, etc.

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Abelia, Camphors, Cherry laurel, Gardenias, Feijoas, Holly, Magnolia, Nandina, Pittosporum, Ligustrums, (all kinds) Pyracantha, Viburnums, etc.

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PALMS

Cocos Australis, Phoenix Canariensis, Washingtonias, etc.

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Arizona Ash, Elms, Oaks, Poplars, Tallow Tree, Texas Umbrella, etc.

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104 Rosedale Road BEAUMONT, TEXAS

Obituary



JAMES A. YOUNG

James A. Young, the well-known Nurseryman of Aurora, Ill., died Aug. 27 in a hospital in Denver, Colo., where he had gone recently in the hope of regaining his health. He suffered an automobile accident while there, and this accelerated his death. He was president of the Aurora Nursery Co., had been secretary of the Illinois Nurserymen's Association from its beginning until five years ago and prominent in the activities of the American Association of Nurserymen.

Mr. Young attained a national reputation

in Nursery trade circles through his origination of the "Plan to Plant Another Tree" movement which at one time promised to sweep throughout the country. At the height of the success of this movement it had to be abandoned for lack of funds and co-operation. The slogan, believed by many to be unexcelled for Nursery trade purposes is still used by some concerns in the trade. Mr. Young is survived by his widow and a daughter.

Mr. Young was born July 30, 1872, near Nashville, Ind. Later he moved to Kansas, where was educated in high school and university. In 1899 he moved to Nebraska, where he first entered the Nursery industry. Previously, he had been interested in the teaching profession. In 1903 he located at Aurora and, with several others, organized the Aurora Nurseries, Inc.

Miss Smith's Novel Nursery

(Continued from Page 140)
Island Sound, at Stonington, Conn. Here were moved thirteen field-grown elms, averaging 22 inches thick and 50 feet high. One elm measured 600 feet. Two 18-inch sugar maples also were planted, and a 48-foot red cedar, one of the hardest of all forest trees to move successfully. At last report every one of these trees was alive and flourishing.

IT MEANS MUCH

It is a certificate of good character to have your advertisement admitted to the columns of the AMERICAN NURSERYMAN, because an effort is made to exclude advertisements of a questionable character or which represent concerns that do not practice business ethics recognized in general as worthy. A number of so-called Nursery concerns cannot advertise in this publication.

Wayside Gardens

HARDY PERENNIAL PLANTS
EXCLUSIVELY

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
MENTOR, OHIO

SOMETHING NEW In Butterfly Bush

BUDDLEIA LINDLEYANA—In many ways superior to the common *Magnifica*. More upright in growth; smaller, clean-cut foliage. Resembles privet. Flowers are violet-blue. A comer—watch it.

FALL TRADE LIST will be in the mails early in September. We aim to have your name on our mailing list but sometimes we err. Tell us if we do.

A. WILLIS & COMPANY
Wholesale Nurserymen OTTAWA, KANSAS

E. P. BERNARDIN
Parsons
Wholesale Nurseries

PARSONS, KANSAS

Established 1870

SpecialtiesAmoor River North Privet, 2 yr.,
2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlow Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

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Headquarters for
Small Fruit Plants
And Lining Out Stock

Strawberries Hardwood Cuttings
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Elderberries Hydrangea P. G.
Currants Mallow Marvel
Gooseberries Barberis Seedling
Grape Vines Peonies
Horseradish Honeysuckle
Asparagus Euonymus Radicans
Rhubarb Philadelphus Grand

Our list quotes lowest prices
W. N. SCARFF'S Sons, New Carlisle, O

BOXWOOD

Young's Boxwood and Evergreens

FOR LINING OUT

My service and stock will please you.

Write for Wholesale Trade List

ROBERT C. YOUNG

Wholesale Nurseryman

GREENSBORO

NORTH CAROLINA

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations.

LESTER C. LOVETT

Milford

Delaware

Say you saw it in "American Nurseryman"

The Preferred Stock**Good Husky Dutchman's Pipe**

Perk'll have you understand that this is unusually fine Aristolochia, and I've got to agree with him. I've never seen better. The 3 year stuff stands 5 and 6 feet high, has big strong roots, and leaves out with as fine dense foliage as anyone could ask for. You'll sell a lot of it for shelter and "screening" this Fall if you feature it along with other vine specialties like Silver Lace Vine, grafted Wisteria, Boston Ivy, etc.

We can't begin to show you everything we have in vines in this small space (you should get our new Fall price list for that) but we're listing a few that ought to prove mighty interesting:

AMPELOPSIS VEITCHI (Boston Ivy)	ARISTOLOCHIA SIPHO (Dutchman's Pipe)	Per	Per	
Per	Per	Per	Per	
3 yrs. 3-4 ft. tops.....	\$35	\$300	100	
2 yrs. No. 1, 2-3 ft. tops....	25	200	5-6 ft.....	\$70
2 yr. Med., 18-24 in. tops....	18	150	8 yrs. 4-5 ft.....	60
2 yrs. No. 2, 12-18 in. tops....	12	100	8 yrs. 8-9 ft.....	50
			2 yrs. 2-3 ft.....	40
			2 yrs. 1½-2 ft.....	30
			2 yrs. 1-1½ ft.....	20
WISTERIA (Chinese Purple)			POLYGONUM AUBERTI	
2 yrs. No. 1 (grafts)	\$35		(Silver Lace Vine)	
2 yrs. Medium	25		2 yrs. No. 1	\$35
(Chinese White)				
2 yrs. No. 1 (grafts)	40			

Now, don't delay this business of ordering very long. Remember, Fall will be here before we know it, and as good as Perk admits we are in getting stuff out, we can't ship Nursery stock by Radio.

Yours for a big Fall business,

Jack

Jackson & Perkins Company
Wholesale Only
Newark, New York.

T. SAKATA & CO.
Specialists
TREE SEED SHRUB
HERBST BROTHERS
42 South Street
NEW YORK

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

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Dignified, Exclusive Profession not overrun with competitors. Crowded with opportunity for money-making and big fees. \$3,000 to \$10,000 incomes attained by experts. Easy to master under our correspondence methods. Credentials awarded. We assist students and graduates in getting started and developing their businesses. Established 1916. Write for information; it will open your eyes. Do it today!

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IOWA NURSERYMEN'S FIELD DAY IN SHENANDOAH

The Iowa Nurserymen's Association convened September 6th and 7th in a two-day field day and business meeting at Shenandoah, Iowa, being the guests of the Nursery and seed industries of that city.

Thursday a 40-mile automobile tour lasting 4 hours was taken covering the various Nursery fields and seed trial grounds at Shenandoah and other things of interest to the Nurserymen there. There is in the neighborhood of 2500 acres of splendid Nursery stock, seed, bulbs, etc., grown in the immediate vicinity of Shenandoah. A stop was made at the Iowa State College field laboratory located on the grounds of the Mount Arbor Nurseries. After that recess was called and a short visit was made to Mr. E. S. Welch's arboretum where refreshments were served. Other stops were made at the Henry Field Seed Company's garden seed department, as well as at the main administration building and studio.

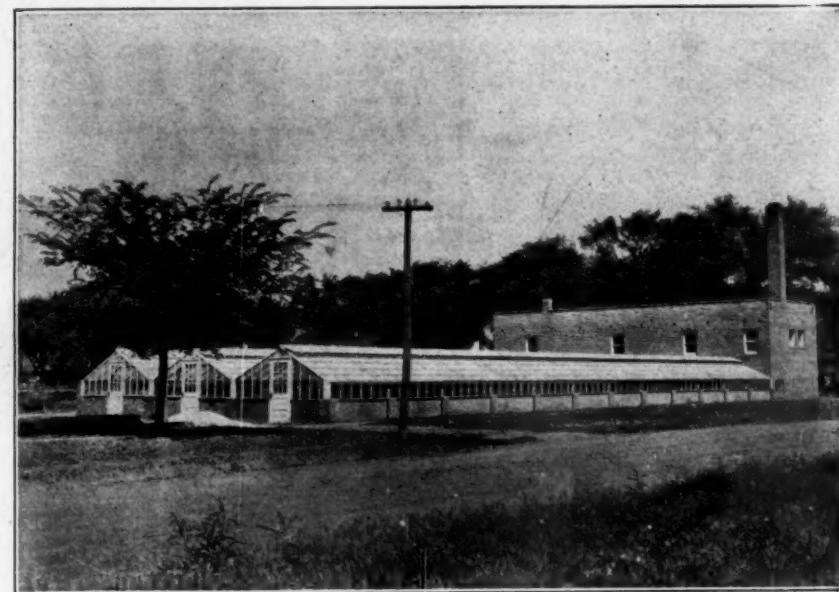
A banquet and business meeting was held at the Delmonica Hotel through the courtesy of the Nurserymen and seedsmen of Shenandoah at 6:30 o'clock where an elaborate big steak dinner was served to them. Earl D. Needham, president of Des Moines, presided. Entertainment was furnished by the radio artists from Station KMA of the Earl May Seed and Nursery Company and Station KFNF of the Henry Field Seed and Nursery Company.

Following the entertainment a business program was given at which time Mr. Donald Bliss in charge of the field laboratory gave a review of what they were attempting and expecting to accomplish in that work. This was supplemented by an interesting address by Dr. I. E. Melhus, pathologist, Ames, Iowa. Mr. C. E. Cary, newly appointed director of the department of education of the American Association of Nurserymen, spoke interestingly upon his work and what his office desired to do in the way of help for the Nurserymen, and outlined the new million dollar publicity program.

Prof. I. E. Bode, of the Forestry Department of Ames, gave an interesting report on his extension work establishing shelter belts in Iowa and offered to the Iowa Nurserymen's Association an interesting opportunity for cooperation. A committee was authorized with power to act to carry out these suggestions.

At 11:00 P. M. the meeting adjourned to be immediately called together again in the studio of KMA Broadcasting Station where Mr. May had arranged for a mid-night frolic and this was indeed some frolic.

From 10:00 to 12:00 A. M., September 7th, the Nurserymen were the guests of Henry Field Seed and Nursery Company



Propagating Houses of Shenandoah Nurseries, Shenandoah, Ia.

where a splendid radio program had been arranged. During both of these programs a great deal of general publicity for the Nursery Industry was given the public. Immediately following this program the association adjourned to meet November 14th in its annual session to be held in connection with the Mid-West Horticultural Show at Cedar Rapids, Iowa. A cordial invitation was given the Nurserymen to

come again to Shenandoah for their mid-summer session next year. The 86 members in attendance were most enthusiastic regarding the meeting and pronounced it one of the best ever held which was wholly due to the splendid and successful efforts of Harold Welch, Bert Lake, Frank Field and Earl May in furnishing the many courtesies and the entertainment features of the session.

ARKANSAS NURSERYMEN'S ASSOCIATION

J. E. Britt, Bentonville, Sec'y

The annual convention of the Arkansas Nurserymen's Association will be held in the Goldman Hotel at Fort Smith, on the 20th of September. As most of the Arkansas Nurserymen are located in the northwest part of the state, and Fort Smith is also located there, a large attendance is expected.

During the past two years the association has succeeded in getting all growers of grape plants, blackberry and raspberry plants under the same regulations as pro-

fessional Nurserymen, where they are selling plants to other planters. Heretofore, anyone could grow and sell these plants without an inspection, and Nurserymen got the blame for a lot of stock put out that they had nothing whatever to do with. Now the plant board has recognized that if some farmer goes into the growing for sale of Nursery plants he should be as amenable to the law as the man who has for years been trying to sell only clean stock.

Dr. W. M. Moberly, Acting Sec'y.
Sulphur Springs, Ark.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

NORWAY SPRUCE

Splendid Nursery Grown Transplanted Specimens, 5-6, 4-5, 3-4 and 2-3 ft. Ask for prices, or come and see the stock. For Fall or Spring handling.

E. H. BURSON, Clifton, N. Y.

CATALPA BUNGEI

I have a splendid lot. Write for prices. Special prices in carload lots. Quotations on Spirea Thun., A. Waterer; Snowballs; Hydrangea P. G.; Bechtel F. C.; Desmodium, and Paeonies. Prices on application.

A. B. MATZEDER NURSERY
LEAVENWORTH, KANSAS, R. 2

NURSERY TOOLS

Leonard Full-strapped Spades
Lead in Every Nursery Section.
Write for 64-page Wholesale Catalog
Illustrating over 300 Hand Tools.

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\$2.50 Per Month Under Yearly Term Contract
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WHOLESALE GROWERS
PEONIES EXCLUSIVELY
DESCRIPTIVE, INSTRUCTIVE CATALOG
HARVEL PEONY COMPANY
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PEACH SEED
Tennessee Naturals, new crop. Also general line
EVERGREENS, ORNAMENTALS,
ROSES, PEACH and APPLE Trees
Southern Nursery & Landscape Co.
WINCHESTER, TENNESSEE

PEONY PLANTS
2-5 eye from young stock
Mixed, \$6 per 100; \$50 per 1000. Named kinds,
\$7 up per 100; \$60 up per 1000. Festiva Maxima,
\$12 per 100; \$100 per 1000. Named Iris,
2½c up; Mixed, \$10 per 1000. Ornamental
Shrubbery. Write to
W. L. LUX, R. R. 7, Topeka, Kans.

GRAPE VINES
Concord 2 yr. No. 1 and 1 yr. All varieties
of Strawberry plants including Mastodon. Also
Cumberland B. R.; Cuthbert, King, St. Regis
R., and Eldorado B. B., root cuttings and sucker
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Abies douglasii \$3.50 \$25.00
Am. arbor vitæ 2.50 15.00
Juniperus Virg. Platte River 1 yr. 3.00 20.00
Picea albertina 3.00 20.00
Picea excelsa 1.00 5.00
Picea pungens glauca 2.00 10.00
Pinus austriaca 2.00 15.00
Pinus mughus 2.00 15.00
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Many other varieties and sizes. List free.
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ULMUS PUMILA
SIBERIAN ELM (D. Asiatic Elm)
Seedlings and Shade Trees
Ask for Illustrated Circular and Price List.
Can use some nursery stock in exchange.
HOME NURSERY COMPANY
RICHLAND, WASH.

PRESERVE YOUR FILES

If you have not been in the habit of preserving in consecutive order your copies of the American Nurseryman, permit us to suggest the advisability of doing so, commencing with the January issue this year. Such a file of a Trade Journal of this character will often prove invaluable for reference.

DAYTON FRUIT TREE LABEL COMPANY*Manufacturers, Nurserymen and Florists*

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Fredonia Grown
GRAPE VINES, CURRANTS,
GOOSEBERRIES
RASPBERRIES and
BLACKBERRIES

Large supply in all Varieties
 Let us quote on your requirements
 for Fall and Spring shipments.

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The Park Nursery Co.
 PLEVNA, ALA.

Growers and Dealers
 —High Grade—

NURSERY PRODUCTS
 FOREST TREE SEEDLINGS
 and
 ORNAMENTAL SHRUBS
 Our Specialty
 GET OUR PRICES BEFORE YOU BUY.

150,000 June Bud Peach

12-18 in., 18-24 in., and 2-3 ft.

The best stock we have ever offered the trade
 and this is one of our two SPECIALTIES.

Let Us Quote You Now

We also are heavy on One Year Apple—
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 SPECIALTY. Send your list for prices. All
 standard varieties in both PEACH and APPLE.

Apples 2-3 ft., 3-4 ft., and 4-5 ft. grades

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 McMinnville, Tennessee

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 HICKORY, N. C.

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(GROUND PEAT)

For Horticultural use. The superior granulated variety cured and packed in Holland. Bur-lapped bale \$3.50 (spreads 240 sq. ft. 1 in. deep). F. O. B. Boston.

Write for folder and quantity prices.

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Juniperus Virginiana**CLEAN 1928 SEED**

From the Platte River District in Nebraska

VERY DESIRABLE SEED

Per lb. 75c; 10 lbs. \$7.00; 100 lbs. \$60.00

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HEAVY, TRANSPLANTED
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	Per 100
1000 Spirea Thunbergii, 3-4 ft.	\$35.00
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2000 Regel's Privet (True), 3 ft.	25.00
4500 Wh. Tartarian Honeysuckle, 5-6 ft. bushy	25.00
500 Indian Current, 3-4 ft.	20.00
500 American Plum, 6-8 ft. bushy	50.00

All of the above stock will produce an immediate landscape effect.

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 Packing otherwise, charged at cost.

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 Ask for list of Perennial and Rock Plants

SIDELINE
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at a reasonable price

Write for a descriptive
 circular and prices
 "Yours for growing satisfaction"

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TRADE CIRCULARS
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CALIFORNIA PRIVET

One and two year grades

ASPARAGUS AND RHUBARB

One and two year grades

SHRUBBERY AND PERENNIALS

In excellent assortment

EVERGREENS

A large supply of *Thuya Pyramidalis*,
 also lining out stock.

Attractive prices will be quoted. Send
 us your want list.

NORWAY SPRUCE**BLACK HILL SPRUCE****ORIENTAL SPRUCE****WHITE SPRUCE**

Specimens in all varieties up to 5 ft.

BUXUS SEMPERVIRENS

10-12 in.—12-15 in.—15-18 in.

VERY BUSHY AND HEAVY

Can Furnish Same in Carload Lots

We'll have several thousand

CUTLEAF WEEPING BIRCH

to offer for Fall and Spring delivery

4-6 ft.; 6-8 ft. sizes

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 INDEPENDENCE, OHIO

W. T. HOOD & CO.
 OLD DOMINION NURSERIES

Richmond, Virginia

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Several Times Transplanted

Four and Five Years Old

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Also a COMPLETE LINE OF FRUIT TREES.

Sample submitted on request.

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Established 1868
 Leading European Forest Tree Seed House
A. GRUNWALD, Wiener-Neustadt, Austria

Member A. A. N.

An early order secures timely and complete execution. Order fruit stones (myrobalans, marasch-cherries, etc.) now to insure full success. Test your seeds! Practical seed testers, \$2 each

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view—H. Dumont, Chicago, Ill., in Printer's Ink.

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Contents of Six Preceding Issues of the "AMERICAN NURSERYMAN"

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Note the Participants—These Contents Headings Preserved in File of the Journal Constitute a Record
of Important Trade Events—For Ready Reference**

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Thuya occidentalis pyramidalis
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(Pfitzer Juniper)



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***Thuya occidentalis pyramidalis* (Pyramidal Arborvitae)**

			10	100	1000
10-12 inch	xx	Twice Transplanted		\$ 15.00	\$ 140.00
1-1½ feet	xx	" "		40.00	375.00
1½-2 "	xx	"		50.00	475.00
1½-2 "	xx	"	B&B	\$ 8.50	75.00
2-2½ "	xx	"	B&B	75.00
2-2½ "	xx	"	B&B	13.50	125.00
2-2½ "	xxx	Three Times Transplanted..	B&B	15.00	140.00
2½-3 "	xxx	" "	B&B	17.50	165.00
3-3½ "	xxx	" "	B&B	25.00	240.00
3½-4 "	xxx	" "	B&B	32.50
4-4½ "	xxx	" "	B&B	45.00

***Juniperus chinensis pfitzeriana* (Pfitzer Juniper)**

			10	100	1000
4-6 inch	x	Once Transplanted		\$ 14.00	\$ 130.00
8-10 "	xx	Twice Transplanted		25.00	240.00
10-12 "	xx	"		30.00	290.00
10-12 "	xx	"	B&B	\$ 9.00	75.00
1-1½ feet	xx	"	B&B	12.50	100.00
1½-2 "	xx	"	B&B	13.50	125.00
1½-2 "	xxx	Three Times Transplanted..	B&B	22.50	200.00
2-2½ "	xxx	" "	B&B	32.50	300.00
2½-3 "	xxx	" "	B&B	40.00	350.00
3-3½ "	xxx	" "	B&B	45.00	400.00
3½-4 "	xxx	" "	B&B	55.00	500.00

***Juniperus sabina* (Savin Juniper)**

			10	100	1000
6-8 inch	xx	Twice Transplanted		\$ 15.00	\$ 140.00
8-10 "	xx	"		30.00	275.00
10-12 "	xx	"		40.00	375.00
10-12 "	xx	"	B&B	\$ 8.50	75.00
1-1½ feet	xx	"	B&B	10.00	90.00
1-1½ "	xxx	Three Times Transplanted..	B&B	12.50	115.00
1½-2 "	xxx	" "	B&B	15.00	140.00
2-2 "	xxx	" "	B&B	22.50	200.00

***Pinus mughus* (Hill's Mugho Pine)**

			10	100	1000
4-6 inch	xx	Twice Transplanted		\$ 11.00	\$ 100.00
6-8 "	xx	"		14.00	130.00
8-10 "	xx	"		37.50	325.00
8-10 "	xx	"	B&B	7.00	60.00
10-12 "	xx	"	B&B	10.00	80.00
1-1½ feet	xxx	Three Times Transplanted..	B&B	15.00	140.00

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